

**MINUTES OF THE  
UTAH INTERNATIONAL RELATIONS AND TRADE COMMISSION**

Monday, July 19, 2010, 1:30 p.m. – Room 450 State Capitol

**Members Present:**

Sen. Mark B. Madsen, Senate Chair  
Rep. Sheryl L. Allen, House Chair  
Sen. Brent H. Goodfellow  
Rep. Jackie Biskupski  
Rep. Kerry W. Gibson  
Rep. Eric K. Hutchings  
Rep. Phil Riesen  
Mr. Brian Farr  
Mr. Miguel R. Rovira

**Member Absent:**

Sen. Peter C. Knudson  
Mr. Brett W. Heimbürger

**Staff Present:**

Mr. Richard C. North, Policy Analyst  
Mr. James L. Wilson, Associate General Counsel  
Ms. Glenda S. Whitney, Legislative Secretary

**Note:** A list of others present, a copy of related materials, and an audio recording of the meeting can be found at [www.le.utah.gov](http://www.le.utah.gov).

**1. Commission Business**

Chair Allen called the meeting to order at 1:36 p.m. Mr. Heimbürger asked to be excused from attending the meeting.

**MOTION:** Sen. Madsen moved to approve the minutes of the November 19, 2009 meeting. The motion passed unanimously. Rep. Biskupski and Rep. Gibson were absent for the vote.

**2. Utah International Trade Report / World Trade Center Activities**

Mr. Lew Cramer, President / CEO, World Trade Center Utah, introduced Ms. Elizabeth Goryunova, Director of International Relations, Salt Lake Chamber; Ms. Sheila Steiner, Vice President, Business Development, World Trade Center Utah; representatives from the Governor's Office of Economic Development (GOED) and representatives from the Salt Lake Chamber of Commerce who are involved in Utah World Trade activities. Mr. Cramer reported on Utah's international trade data and Utah World Trade Center promotional activities to increase Utah exports. He said the Center's focus is on what can we do to help make Utah more globally minded and have Utah companies succeed more effectively in the international arena. He noted that Utah led the nation last year in merchandise export growth.

Commission discussion followed.

Ms. Goryunova responded to Commission members' questions and commented on the Chambers outreach efforts to other local chambers of commerce throughout the state. She noted there are 24 chambers in the state and indicated that the Salt Lake Chamber always invites representatives from other chambers to come to its meetings, make them aware of the international trade opportunities, and invites them to participate in events focused on international trade. In addition to state chambers, the Salt Lake Chamber also reaches out to foreign chambers.

Mr. Cramer commented on a 2006 RFP to purchase office space for the Utah World Trade Center. He noted that the Center is currently housed at the Salt Lake Chamber and continues to look for a more permanent location.

### **3. Utah - Peru Trade Relations**

Sen. Madsen welcomed and thanked the Trade delegation from Piura, Peru for coming to Utah.

Mr. David Utrillia, Honorary Consul of Peru, Utah, introduced the members of the Piura, Peru trade delegation. Those in attendance were: Cesar Delgadillo, President of the Piura Region; Antonio Abruna Puyol, President, University of Piura; Jimmy Torres, Director, Economic Development for the Piura Region; Jaime Ayosa, Manager, International Corporation for the Piura Region; Berta Susana Vegas Chiyon, Dean, Department of Engineering for the University of Piura; Jorge Benancio Viera Sernaque, Director, Projects for the University of Piura; and Aldo Defilippi, Executive Director, American Chamber of Commerce of Piura.

Mr. Utrillia gave a brief update about a state delegation from Utah which included Sen. Madsen and six others, who recently visited the country of Peru during March of 2010. The Utah delegation toured Peru at the invitation of President Cesar Delgadillo of the Regional government of Piura in northern Peru. Mr. Utrillia noted the purpose of the visit included political, business, and scientific issues. He further noted that agriculture and water conservation issues were the two main topics of discussion during the visit.

President Delgadillo spoke about natural resources including phosphates, agriculture, and water and the need to replace aging dams in Piura. He also spoke about foreign investment opportunities and invited the Utah International Relations and Trade Commission to visit his country next Spring. Mr. Rovira was the interpreter for President Delgadillo.

Mr. Rovira reviewed the Piura trade delegation's agenda for its three-day visit to Utah.

### **4. Utah's International Consulate Corp**

Mr. Craig Peterson, Director, Utah International Trade & Diplomacy Office, discussed the partnership of Utah's Consulate Corp office with his office and introduced Mr. Franz Kolb, Director - India, International Trade & Diplomacy Office, who made a presentation on the Consulate Corp.

Mr. Kolb explained that the Consulate Corp is a key organization that represents foreign governments in the state. He introduced Mr. Bjorn Ablab, Swedish Consul, and President of the Consulate Corp of Utah. Mr. Kolb explained that the Consulate Corp is an organization that was created using bilateral agreements between the United States and other countries in 1967 through the Vienna Convention. He explained the duties of an Honorary Consulate and the benefits of having consuls for business and other goals.

Mr. Ablab said the Utah Consulate Corp was founded in 2001 to assist with foreign visitors during the 2002 Winter Olympics. He discussed the purpose of the Utah Consulate Corp and the benefits of having foreign ambassadors around the world. He further explained how the Consulate Corp functions and described its role in promoting exports from Utah both domestically and internationally.

### **5. 2010 Governor's International Trade Initiatives**

Mr. Peterson reported on Governor Herbert's plans to promote international trade with Utah. He distributed two handouts "Utah International Trade Update" and "International Trade & Diplomacy Office

2010 Annual Plan." He introduced Mr. Clifford White, GOED Board, and Mr. Adam Walden, Trade and Hosting Coordinator, GOED, who assisted in the presentation.

Mr. Walden reviewed the handout "Utah International Trade Update," gave an update on Utah's commodity exports, and presented an overview on what products are exported from Utah to foreign countries.

Mr. Peterson reviewed the handout "International Trade & Diplomacy Office 2010 Annual Plan" and discussed the state's improvement goals, objectives, and activities to attract national and international business.

Mr. White said that under the appointments of Governor Huntsman and Governor Herbert there has been a tremendous change on the board and staff, and he spoke highly on the direction international trade is going for Utah.

#### **6. Latin American Free Trade Agreements: Colombia & Panama**

Mr. North updated the Commission on the status of United States, Colombia, and Panama trade treaties. He noted that the Columbian Free Trade Agreement is stalled due to labor problems and drug related violence. Panama's Free Trade Agreement is proceeding forward and may likely come to a vote in Congress before Christmas.

#### **7. Trans-Pacific Trade Treaty / China**

Rep. Allen reported on the United States and other's efforts to join the Trans-Pacific Partnership, which is comprised of New Zealand, Chile, Peru, and Brunei. She noted that five other nations, including the United States, are discussing joining the partnership with the goal of expanding their exports.

Mr. North commented that the United States and four other nations are petitioning to join the Trans-Pacific Trade Group due to possible access to \$25 billion dollars in trade and preserving some 200,000 American jobs.

Mr. Cramer commented on the Trans-Pacific Trade in Brunei.

#### **8. Legislative Forum Reports on International Trade: National Conference on State Legislatures (NCSL) and the American Legislative Exchange Council (ALEC)**

This agenda item was not discussed.

#### **9. Other Items / Adjourn**

The next meeting was scheduled for Thursday, September 16, 2010.

**MOTION:** Sen. Goodfellow moved to adjourn the meeting. The motion passed unanimously. Sen. Madsen, Rep. Biskupski, and Rep. Riesen were absent for the vote.

Chair Allen adjourned the meeting at 3:59 p.m.